

Message Text

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44

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 COME-00 CIAE-00 INR-07 NSAE-00

RSC-01 (ISO) W

----- 093535

R 080430Z JAN 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 2418

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E.O. 11652: N/A

TAGS: BBIS, TC

SUBJ: ABU DHABI TELEPHONE AN TELEGRAPH COMPANY

REF: STATE 50

1. IN ABSENCE RAY MEERS FROM ABU DHABI, IT IS DIFFICULT FOR EMBASSY TO DETERMINE TRUE STATE OF AFFAIRS REGARDING PURCHASE OF GATEWAY EXCHANGE. EMBASSY OFFICERS HAD OCCASION TO CALL ON MEERS IN EARLY NOVEMBER. AT THAT TIME HE STATED THAT HE AND/OR MEMBERS OF HIS STAFF WERE ABOUT TO VISIT U.S. TO INVESTIGATE SUPPLIERS FOR THIS EQUIPMENT. HE ADDED THAT U.S. WAS BEST SOURCE FOR SOPHISTICATED TELECOMMUNICATIONS GEAR CONSIDERING QUALITY OF ENGLISHHUND GERMANGXMPETITORS. HE SPECIFICALLY MENTIONED ADVANTAGES OF ADAPTABILITY TO GROWTH AND CHANGE.

2. EMBASSY CANNOT AT THIS STAGE HAZARD A GUESS AS TO SOURCE OF PRESSURE TO BUY PLESSY. DECISION WILL BE MADE BY BOARD OF MANAGING DIRECTORS OF WHICH MEERS IS CHAIRMAN. BOARD IS COMPOSED OF FOUR U.K. CITIZENS AND TWO PROMINENT ABU DHABI MERCHANTS: MOHAMAD ABDUL JALIL AND RAHMA AL-MASOUD. AS FAR AS WE CAN DETERMINE FROM LOCAL SOURCES, NEITHER ABDUL JALIL NOR AL-MASOUD HAVE ANY AGENCY ARRANGEMENTS WITH PLESSYJU OU) IMPRESSION OF MEERS IS THAT HE IS COMPLETELY OBJECTIVE IN PURCHASING DECISIONS. TELEPHONE COMPANY DID BUY EXPENSIVE TELECOMMUNICATIONS FROM U.S. FIRM, FREDERICK ELECTRONICS, WITHOUT EMBASSY INTERVENTION.

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3. EMBASSY OFFICERS WILL CALL ON MEERS UPON HIS RETURN AND ATTEMPT TO DRAW HIM OUT ON SUBJECT OF GATEWAY EXCHANGE. BECUASE WE HAVE BEEN OF ASSISTANCE TO HIM IN THE PAST, MEERS IS USUALLY FRANK WITH US AND IS HE EXPERIENCING DIFFICULTY WITH SYLVANIA PURCHASE FOR ANY REASON (LOLITICAL OR OTHERWISE), HE WILL PROBABLY LET US KNOW. MEANWHILE, WE WILL CONTINUE GATHER INFORMATION FROM OTHER LOCAL SOURCES. IT WOULD BE HELPFUL TO US IF SYLVANIA COULD PROVIDE ANY INFORMATION ON HOW THEY LEARNED OF PLESSY COMPETITION.

4. GATEWAY EXCHANGE IS NOT CONNECTED TO COMMUNICATION SATELLITE REPORTED IN ABU DHABI 1702.
STERNER

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Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
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Draft Date: 08 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975ABUDH00043
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750007-0708
From: ABU DHABI
Handling Restrictions: n/a
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Legacy Key: link1975/newtext/t19750171/aaaackbh.tel
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Margaret P. Grafeld
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